

## **District 10 Outreach Events Participated: July 01, 2016 – March 17, 2017**

**Small Business Mixer**  
12

**Small Business Workshop**  
12

**Small Business Fair/ Conference**  
7

### **PAST OUTREACH: MAJOR EVENTS**

- On February 28, 2017, we participated in a Grow Your Business workshop hosted by the Valley Sierra Small Business Development Center (SBDC) in Sonora. Over 50 Participants involving suppliers and contractors learned about business growth strategies and new business regulations. In June, the district will collaborate with the Valley Sierra SBDC on a procurement fair in Stanislaus County.
- On February 23, 2017, we held our first contracting workshop in Stockton. This free event registered more than 20 subcontractors, and those who attended learned and received invaluable advice and information about Caltrans emergency projects and minor B projects from a prime contractor. Attendees also participated in an impromptu Q&A with Dennis Agar, District 10's District Director and discussed the recent storm damage and potential opportunities with Caltrans.
- On February 2, 2017 the Office of Business and Economic Opportunity (OBE0), with assistance from District 10 hosted a Prime Contracting Workshop in Sacramento. During this meeting, over twelve participants made up of small business firms and local partners learned about the best practices on Caltrans construction contracts. OBE0 plans to conduct a series of workshop district wide throughout the 2016 - 17 state fiscal year.
- On January 24, 2017, we participated in the Central Region Calmentor Program's quarterly meeting hosted by District 6. Participants learned about Central Valley construction project updates, marketing strategies and resources for consultant services. Architecture and Engineering (A&E) firms who are interested in expanding their network and opportunities can join the next quarterly meeting scheduled for April.

### **FUTURE OUTREACH EVENTS**

- On April 6, 2017 from 9:00 AM- 12:00 PM, Caltrans and members of the San Joaquin Public Agency Consortium will host a Public Works and Purchasing showcase at the Robert Cabral Agricultural Center in Stockton. This free event will connect business owners with business resources and government contracting opportunities. Participants will be able to participate in a live Q&A with a panel of procurement agents from city, local and state agencies.
- On April 11, 2017, we will host a procurement event at District 10 in Stockton. This free event will allow SBE's and DVBE's selling goods and services an opportunity to meet and ask questions of District 10 Cal-card holders and buyers. To participate in this event, contact Zee Lao at the Small Business Office at (209) 948-7855.
- On May 12, 2017, from 10:00 AM-12:00PM, we will hold a Meet the Prime event with assistance from OBE0 in Stockton. The intent of a Meet the Prime event is to connect Small Businesses with several established contractors. They will have an opportunity to ask questions and network with prime contractors.
- On June 7, 2017, from 8:00AM-1:00PM, we will co-host with the Valley Sierra Small Business Development Center on a Procurement Expo at the Stanislaus County Harvest Hall. This free event will connect business owners with local and government contracting opportunities in the Stanislaus and Merced Counties.



**"District 10 - One Vision, One Team, One Voice"**

D10 Small Business Liaison: Zorayda Lao (209) 948-7855

District 10: Amador, Alpine, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus, and Tuolumne Counties

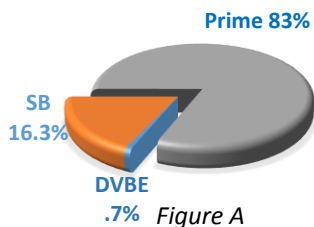


# Small Business Update

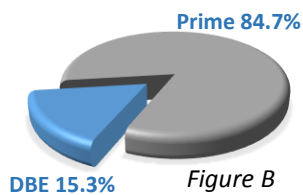
March 17, 2017 – Statewide Small Business Council Meeting @ Sacramento

## SB, DVBE, DBE Participation at a glance

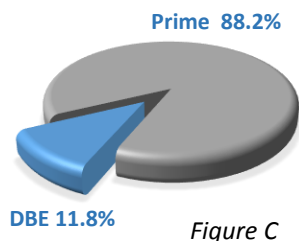
### STATE CONTRACTS & PROCUREMENT (JULY 1-DEC 30) \$35.5 M



### FEDERAL CONSTRUCTION CONTRACTS (OCT 1- FEB 28) \$45.4 M



### CENTRAL REGION A&E CONTRACTS \$60.3 M



## CURRENT UPDATE:

There are 56 active construction projects totaling approximately \$602.3M.

The following three (3) advertised construction project are state funded with a DVBE requirement:

- San Joaquin County: Bridge repair, \$960K with 5% requirement
- San Joaquin County: Install wrought iron fence and gates \$740K with 5% requirement
- Merced County: Repair failed areas and construct RHMA resurfacing with 3% requirement

The following advertised two (2) construction project are federally funded with a DBE requirement:

- Amador County: Repair failed areas and RHMA overlay, \$1.9M with 12% requirement
- Merced County: Construct Left Turn Channelization, \$1.1M with 21% requirement

## CALIFORNIA TRANSPORTATION COMMISSION (CTC) FUNDING:

In January, the CTC allocated \$11.27M. Among the projects were:

- Merced County: Widening and channelization of SR-140 \$200,000
- Calaveras County: Repair storm damaged slope and install culverts, \$900,000
- Calaveras County: Tree removal, \$3,000,000

## MINOR B CONTRACTS:

Awarded in FY 16/17 – One (1) totaling \$184,753 with 100% SB participation and a DVBE commitment of 5.3%.

## DIRECTOR'S ORDERS:

Authorized fourteen (14) in the state FY 16/17 with a total of 11.4\$M with 64% SB participation

## STATE CONTRACTS AND PROCUREMENT: (Figure A)

State-funded procurement and contracts participation for the 2<sup>nd</sup> quarter of the FY 16/17 totaling over \$35.5M

- Small Business (SB) participation of 16.3%, total of \$5.7M
- Disabled Veteran Business Enterprise (DVBE) participation of .7%, total of \$233,233

## FEDERAL CONSTRUCTION CONTRACTS: (Figure B)

Year to date, February 2017, we were awarded fourteen (14) federal projects totaling \$45.4M (total Disadvantaged Business Enterprise (DBE) commitment of 15.3%).

## UPCOMING CENTRAL REGION A&E REPLACEMENT SERVICE CONTRACTS:

- 3 Year (Advertise 03/1/17) —Total \$4M — District 10 (replacing 06A1944)
- 3 Year (Advertised 06A2334 2/7/17) —Total \$4M — District 5 (replacing 06A1942C)

For Upcoming A&E Projects: <http://www.dot.ca.gov/hq/dpac/ae/doc/lookahead.pdf>

## CENTRAL REGION A&E CONTRACTS (Districts 5, 6, 10) COMBINED: (Figure C)

- 5 Year (exp. 11/21) —Total \$2.5M—DBE participation \$198,254 (8%) 2 DBE subs
- 5 year (exp. 12/20) —Total \$6.7M—DBE participation \$804,000 (12%) 6 DBE subs
- 5 year (exp. 12/20) —Total \$12M —DBE participation \$1,260,000 (10.5%) 6 DBE subs
- 5 year (exp. 11/20) —Total \$2.5M—DBE participation \$200,000 (8%) 2 DBE subs
- 4 year (exp. 02/20) —Total \$2.0M—DBE participation \$297,250 (14.5%) 5 DBE subs
- 3 year (exp. 03/19) —Total \$5.6M—DBE participation \$557,508 (14%) 1 DBE sub
- 3 year (exp. 06/19) —Total \$2.5M—DBE participation \$310,000 (12.4%) 5 DBE subs
- 3 year (exp. 12/19) —Total \$2.6M—DBE participation \$313,934 (12%) 7 DBE subs
- 3 year (exp. 01/20) —Total \$8.8M—DBE participation \$1,230,600 (14%) 5 DBE subs
- 3 year (exp. 02/20) —Total \$15.1M—DBE participation \$1,963,000 (13%) 5 DBE subs

**Combined Total \$60,309,388 – DBE participation \$7,134,547 (11.8%) 44 DBE subs**